

**STATEMENT OF INVESTMENT & PROJECTED PROFITABILITY FOR
BUSINESS ASSOCIATE**

This Statement of Investment & Projected Profitability has been calculated on full functioning of Zonal Office. Initially, the expenses will be covered, if we generate only 10% business. However, if the expenses are not covered, the company takes the responsibility of shortfall expenses subject to condition that guidelines of the company is followed and reports as mentioned are submitted in time and correctly.

Basic Data of Calculations						
1. Area to be Covered (State)	:	1				
2. No. of Distributors (District)	:	20				
3. No. of Dealers (sub-district)	:	40				
4. No. of Retailers (colonies)	:	100				
5. No. of Mini Retailers (shops)	:	250				
Operational Expenses						
A. Salaries			<u>Amount</u>			
	<u>Designation</u>	<u>No.</u>	<u>Monthly</u>	<u>Total</u>	<u>Yearly</u>	
1	Marketing Manager	1	25,000	25,000	3,00,000	
2	Office Manager	1	20,000	20,000	2,40,000	
3	Marketing Executive	2	15,000	30,000	3,60,000	
4	Accountant	1	18,000	18,000	2,16,000	
5	Office Assistant	1	12,000	12,000	1,44,000	
6	Receptionist	1	10,000	10,000	1,20,000	
7	Mechanic	1	12,000	12,000	1,44,000	
8	office Boy	1	8,000	8,000	<u>96,000</u>	16,20,000/-
B.	Travelling + Conveyance			40,000	4,80,000	
C.	Telephone + Fax			5,000	60,000	
D.	Electricity	Average Exp.		10,000	1,20,000	
E.	Office Maintenance	per month		10,000	1,20,000	
F.	Office Stationary			5,000	60,000	
G.	Refreshment			5,000	60,000	
H.	Miscellaneous			5,000	<u>60,000</u>	9,60,000/-
I.	Publicity Expenses (Lump sum)					<u>10,00,000/-</u>
						<u>35,80,000/-</u>
The figures in the table are illustrative only and may differ as per minimum wages act as applicable within the respective State						
Income						

	Distributor	Dealer	Retailer	Mini Retailer	Auto LPG
Security	100000	50000	20000	10000	500000
1 st order	400000	200000	130000	10000	0
Min investment in 1 st year	500000	250000	150000	30000	600000
Total	1000000	500000	300000	50000	6500000
No. of Associates	20	40	100	250	10
Total	2,00,00,000	2,00,00,000	3,00,00,000	1,25,00,000	6,50,00,000
Grand Total					14,75,00,000
Margin @ 3% on investment:-					44,25,000

Regular Income

	Distributor	Dealer	Retailer	Mini Retailer	Auto LPG (Ltr)
Regular refill per day	500	250	100	20	3000
No. of Associates	20	40	100	250	10
Daily refills	10000	10000	10000	5000	30000
Margin 8 Rs. per refill considering 16 Kg. per refill/ 0.20 Auto LPG	80000	80000	80000	40000	6000

Total Margin Per Day	:	2,86,000/-
Total Margin Per Month	:	85,80,000/-
Total Margin Per Year	:	10,29,60,000/-
Expenses as above	:	<u>35,80,000/-</u>
Yearly Net Income	:	9,93,80,000/-
Monthly Net Income	:	82,81,666/-

Business Associate can also get extra income by providing help to Associate in the other activities mentioned below at ALDS:

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|---------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------|
| i) Sub Dealership of three wheeler | vii) Shop for sale of ISI Mini cylinders & Accessories like Stove/ Regulator Geyser/ Generator etc. (One Room for Godown 10' x10' required for License) |
| ii) Approved Kits workshop | |
| iii) Pollution checking cabin | |
| iv) Tyre Shop | |
| v) Convieno Store/Coffee House/ Bakery Shop | |
| vi) School Van/ Taxi Operator | |